RJ Reynolds
Tobacco Company

LORI O'CONNOR
Regional Business Manager

400 Raritan Center Parkway
Edison, NJ 08837
908-225-4774
Fax 908-417-9076

May 2, 1995

TO: W. J. Duffy, Jr.
Sales Planning

RE: SELECT Full Flavor 100s Box

Dear Bill:

Attached are the survey forms for SELECT Full Flavor 100s Box. These are all the forms for the Region; any sent to Jim Powers will be duplicate.

As information, the product for the 40¢ promotion is included in the initial cases required the week of 6/1/95. We will not be ordering any 40¢ off-invoice product.

If you have any questions, please give me a call.

Sincerely,

Lori

L. M. O'Connor

LMO/ams

Attachments

S-3

51850 6880

"We work for smokers."

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Koger Co. Account # 340350

Account Ship-To Address 635 Morris Park Ave
Bronx, NY 10460

Alloc.

Estimated Initial Cases Required (Week of 6/1/95) 2 .8

Estimated Total Cases Required (June - September) 10

Estimated Pack Outlet Displays Required (June - December) 50 24 Dis

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/18/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6881

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Sunrise Candy Account # 624300

Account Ship-To Address 150 Crescent St.
Brooklyn, N.Y. 11208

Allocation 8.4

Estimated Initial Cases Required (Week of 6/1/95) 9

Estimated Total Cases Required (June - September) 65 126

Estimated Pack Outlet Displays Required (June - December) 300 126 Dis

Estimated Carton Outlet Displays Required (June - December) —

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature [signature]

RJR Manager Signature [signature]

Date 4/20/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6882

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name S + A Cigarette Account # 405825

Account Ship-To Address 840 St. Ann's Ave.
Bronx, N.Y. 10456

Allocation
4.07

Estimated Initial Cases Required (Week of 6/1/95) 4

Estimated Total Cases Required (June - September) 10

Estimated Pack Outlet Displays Required (June - December) 100

6 1 Dis

Estimated Carton Outlet Displays Required (June - December) —

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature

RJR Manager Signature

Date 4/19/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6883

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Queens Tobacco Account # 522100

Account Ship-To Address 134-12 Atlantic Ave.
Richmond Hill, NY 11418

Allocation
4.8

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 15

Estimated Pack Outlet Displays Required (June - December) 100

720 Dis.

Estimated Carton Outlet Displays Required (June - December) —

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature [signature]

RJR Manager Signature [signature]

Date 4/20/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6884

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Bonanza Trading Account # 617493

Account Ship-To Address 2590 Park Avenue
Bronx, NY 10451

Estimated Initial Cases Required (Week of 6/1/95) 52 (64) Alloc. 51.07

Estimated Total Cases Required (June - September) 150

Estimated Pack Outlet Displays Required (June - December) [redacted] 1600 | 766 Dis

Estimated Carton Outlet Displays Required (June - December) —

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature [signature]

RJR Manager Signature [signature]

Date 4/18/95

Return To: J. E. Powers
Brand Marketing
Fax: (910) 741-2300

Return by: May 8, 1995

51850 6885

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Gutlove + Shirvint Account # 558933

Account Ship-To Address 821 Lydig Ave
Bronx, NY 10462

Alloc.
11.4

Estimated Initial Cases Required (Week of 6/1/95) 12

Estimated Total Cases Required (June - September) 40

Estimated Pack Outlet Displays Required (June - December) 200 171 Dis

Estimated Carton Outlet Displays Required (June - December) —

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/20/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6886

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Tiger Tobacco Account # 611815

Account Ship-To Address 5324 98th Street
Corona, NY 11368

Allox
11.6

Estimated Initial Cases Required (Week of 6/1/95) 12

Estimated Total Cases Required (June - September) 80

Estimated Pack Outlet Displays Required (June - December) 350 175 Dis

Estimated Carton Outlet Displays Required (June - December) —

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/18/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6887

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

1

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Jetro Account #_____

Account Ship-To Address 4 Locations
Waiting to hear from
Headquarters. Alloc

Estimated Initial Cases Required (Week of 6/1/95) 4 .8

Estimated Total Cases Required (June - September) 8

Estimated Pack Outlet Displays Required (June - December) 60 12 Dis

Estimated Carton Outlet Displays Required (June - December)_____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date _____

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

Only 1 Jetro was Alloc. Product.

51850 6888

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Morris Bonner Tobacco Account # 077040

Account Ship-To Address 182 Throop Ave.

Brooklyn, N.Y.

Estimated Initial Cases Required (Week of 6/1/95) 2

Estimated Total Cases Required (June - September) 10

Estimated Pack Outlet Displays Required (June - December) 89

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/27/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6889

* Return to Region by 4/28

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Borough-Hall Gyford Account # 065880

Account Ship-To Address 75 Flatbush Avenue Extension
Brooklyn, N.Y.

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 35

Estimated Pack Outlet Displays Required (June - December) 30

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/20/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

* Return to Region by 4/28

51850 6890

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name South Beach Novelty Account # 602280

Account Ship-To Address 44 Robin Road

Staten Island, N.Y.

Estimated Initial Cases Required (Week of 6/1/95) 4

Estimated Total Cases Required (June - September) 20

Estimated Pack Outlet Displays Required (June - December) 150

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/18/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6891

* Return to Region by 4/28

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Boro Park Tobacco Account # 065760

Account Ship-To Address 1167 48th STREET

B.K. N.Y.

Estimated Initial Cases Required (Week of 6/1/95) 3

Estimated Total Cases Required (June - September) 12

Estimated Pack Outlet Displays Required (June - December) 60

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/19/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

* Return to Region by 4/28

51850 6892

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Amsterdam Tobacco Account # 015240

Account Ship-To Address 1614 Amsterdam Ave.
New York, NY.

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 25

Estimated Pack Outlet Displays Required (June - December) 250

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature [signature]

RJR Manager Signature [signature]

Date 4-21-95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6893

* Return to Region by 4/28

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name MANDEL TOBACCO Account # 396840

Account Ship-To Address 441 E/2TH STREET

N.Y. N.Y.

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 20

Estimated Pack Outlet Displays Required (June - December) 200

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date _____

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

* Return to Regin by 4/28

51850 6894

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Globe Wholesale Account # 22720

Account Ship-To Address 5406 3rd Avenue

Brooklyn, N.Y.

Estimated Initial Cases Required (Week of 6/1/95) 8

Estimated Total Cases Required (June - September) 40

Estimated Pack Outlet Displays Required (June - December) 250

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/19/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6895

* Return to Regim by 4/28

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name A.E. Mancini Account # 396720

Account Ship-To Address 273 Columbia ST.
Brooklyn, N.Y.

Estimated Initial Cases Required (Week of 6/1/95) 1

Estimated Total Cases Required (June - September) 5

Estimated Pack Outlet Displays Required (June - December) 20

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/27/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6896

* Return to Region by 4/28

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Richmond Wholesale Account # 540710

Account Ship-To Address 2917 Hylan Hill Road

Staten Island, N.Y.

Estimated Initial Cases Required (Week of 6/1/95) 1

Estimated Total Cases Required (June - September) 15

Estimated Pack Outlet Displays Required (June - December) 60

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/26/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6897

* Return to Region by 4/28

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Twin County Grocers Account # 654800

Account Ship-To Address 145 Talmadge Road

Edison NJ

Estimated Initial Cases Required (Week of 6/1/95) 8

Estimated Total Cases Required (June - September) 32

Estimated Pack Outlet Displays Required (June - December) 120

Estimated Carton Outlet Displays Required (June - December) /

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 5/2/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6898

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

Revised

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name T. Homson-Okun Account # 641180

Account Ship-To Address T Homson - Okun
694-Scotland RD
ORANGE, N.J. 07050

Initial Cases Required (Week of 6/1/95) 3

Estimated Total Cases Required (June - September) 4

Actual Cases of 40¢ Promotional Product Allocated to This Account 4

Estimated Pack Outlet Displays Required (June - December) 45

Estimated Carton Outlet Displays Required (June - December) 5

- Direct buying customer agrees not to ship WINSTON SELECT Full Flavor 100 Box to any retail outlets outside of the approved state boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the WINSTON SELECT Full Flavor 100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice SELECT Full Flavor 100 Box at $1.00 off invoice.

* This form does not constitute an order. Orders should be placed through Tobacco Customer Services per normal procedure.

Buyer Signature _____

RJR Manager Signature _____

Date 5/1/95

Return To: B. Duffy
Sales Planning
Fax: (910) 741-7851

Return by: May 8, 1995

51850 6899

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

Revised

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name General Trading Account # 218300

Account Ship-To Address General Trading
455 16th St
Carlstadt

Initial Cases Required (Week of 6/1/95) 1

Estimated Total Cases Required (June - September) 2

Actual Cases of 40¢ Promotional Product Allocated to This Account 1

Estimated Pack Outlet Displays Required (June - December) 10

Estimated Carton Outlet Displays Required (June - December) 1

- Direct buying customer agrees not to ship WINSTON SELECT Full Flavor 100 Box to any retail outlets outside of the approved state boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the WINSTON SELECT Full Flavor 100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice SELECT Full Flavor 100 Box at $1.00 off invoice.

* This form does not constitute an order. Orders should be placed through Tobacco Customer Services per normal procedure.

Buyer Signature _____

RJR Manager Signature _____

Date 5/1/95

Return To: B. Duffy
Sales Planning
Fax: (910) 741-7851

Return by: May 8, 1995

51850 6900

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name A. Monteverdi Account # 434400

Account Ship-To Address 30 N. Day St.
Orange, NJ

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 20

Estimated Pack Outlet Displays Required (June - December) 15

Estimated Carton Outlet Displays Required (June - December) /

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature A. Monteverdi

RJR Manager Signature

Date 4/26/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6901

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name PATERSON TOBACCO Account # 488910

Account Ship-To Address 237 VAN HOUTEN

PATERSON, NJ

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 20

Estimated Pack Outlet Displays Required (June - December) 100

Estimated Carton Outlet Displays Required (June - December) /

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/28/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6902

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Pine Lesser Account # 363720

Account Ship-To Address 121 Lakeview Ave

Clifton, NJ

Estimated Initial Cases Required (Week of 6/1/95) 2

Estimated Total Cases Required (June - September) 10

Estimated Pack Outlet Displays Required (June - December) 50

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/27/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6903

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name B. Eisler Account #_____

Account Ship-To Address 393 Broadway

Bayonne NJ

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 20

Estimated Pack Outlet Displays Required (June - December) 75

Estimated Carton Outlet Displays Required (June - December) ✓

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 5/1/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6904

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name King Vending Account # 334410

Account Ship-To Address 245 Stuyvesant Ave
Lyndhurst, NJ 07071

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 10

Estimated Pack Outlet Displays Required (June - December) 100

Estimated Carton Outlet Displays Required (June - December) 20

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature X Joseph Cafine

RJR Manager Signature [signature]

Date 4/20/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6905

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Fasset & Co. Inc. Account # 176640

Account Ship-To Address 252 Main St.
West Orange NJ

Estimated Initial Cases Required (Week of 6/1/95) 1

Estimated Total Cases Required (June - September) 5

Estimated Pack Outlet Displays Required (June - December) 75

Estimated Carton Outlet Displays Required (June - December) 1

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF100 Box at $1.00 off invoice.

Buyer Signature X

RJR Manager Signature J. E. Powers

Date 4/26/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6906

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name John Bricks. Account # 77310

Account Ship-To Address 109 Albion Ave
Paterson NJ

Estimated Initial Cases Required (Week of 6/1/95) 10

Estimated Total Cases Required (June - September) 40

Estimated Pack Outlet Displays Required (June - December) 120

Estimated Carton Outlet Displays Required (June - December) —

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature X [signature] CS

RJR Manager Signature [signature]

Date 4/20/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6907

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Morris County Tobacco. Account # 792074

Account Ship-To Address 111 Bassett Hwy.
Dover NJ

Estimated Initial Cases Required (Week of 6/1/95) 6.

Estimated Total Cases Required (June - September) 24

Estimated Pack Outlet Displays Required (June - December) 100

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature X _____

RJR Manager Signature X _____

Date 4/27/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6908

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name PETER DENNIS Account # 153480

Account Ship-To Address 1224 S. MAIN Street
Philipsburg, NJ

Estimated Initial Cases Required (Week of 6/1/95) 12

Estimated Total Cases Required (June - September) 30

Estimated Pack Outlet Displays Required (June - December) 130

Estimated Carton Outlet Displays Required (June - December) —

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature X John D. Zarkany

RJR Manager Signature R. T. Wolfe

Date 4/26/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6909

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name NORTH JERSEY TOBACCO. Account # 535731

Account Ship-To Address 78 Main Street
Hackensack, NJ

Estimated Initial Cases Required (Week of 6/1/95) 3

Estimated Total Cases Required (June - September) 12

Estimated Pack Outlet Displays Required (June - December) 100

Estimated Carton Outlet Displays Required (June - December) 1

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature P Shadrack

RJR Manager Signature R. T. Wolfe

Date 4/20/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6910

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name United Tobacco. Account # 658500

Account Ship-To Address 7408 Tonnelle Ave

North Bergen, NJ

Estimated Initial Cases Required (Week of 6/1/95) 6

Estimated Total Cases Required (June - September) 24

Estimated Pack Outlet Displays Required (June - December) 200

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature X _____

RJR Manager Signature L. F. Wolfe

Date 4/27/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6911

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Middlesex Tobacco Account # 423360

Account Ship-To Address 450 Florida Grove Road
Perth Amboy, NJ 08861

Estimated Initial Cases Required (Week of 6/1/95) 40

Estimated Total Cases Required (June - September) 60

Estimated Pack Outlet Displays Required (June - December) 600

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/25/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6912

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name PLAINFIELD CANDY & TOB. Account # 217281

Account Ship-To Address 3605 PARK AVE.
S. PLAINFIELD, N.J.
07080

Estimated Initial Cases Required (Week of 6/1/95) 20. (10 AND 10).

Estimated Total Cases Required (June - September) 51

Estimated Pack Outlet Displays Required (June - December) 500

Estimated Carton Outlet Displays Required (June - December) 0

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF100 Box at $1.00 off invoice.

Buyer Signature X

RJR Manager Signature

Date 4/25/95

6/5/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6913

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Glickin Bros. Account # 227040

Account Ship-To Address 2 Joseph St.
Newark, N.J. 07105

Estimated Initial Cases Required (Week of 6/1/95) 5 Deliver June 1

Estimated Total Cases Required (June - September) 30

Estimated Pack Outlet Displays Required (June - December) 500

Estimated Carton Outlet Displays Required (June - December) 20

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature X Jeffrey E Powers

RJR Manager Signature J. E. Powers

Date 4/19/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6914

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name C.A. BURKE. Account # 083160

Account Ship-To Address 545 FIRST AVE.
ROSELLE, N.J. 07203

Estimated Initial Cases Required (Week of 6/1/95) 9

Estimated Total Cases Required (June - September) 34

Estimated Pack Outlet Displays Required (June - December) 125

Estimated Carton Outlet Displays Required (June - December) 35

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature Neil Burke

RJR Manager Signature J. F. Wolfe

Date 4/18/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6915

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name CSD. Account # 347392.

Account Ship-To Address 1835 BURNETT AVE.
UNION, N.J. 07083.

Estimated Initial Cases Required (Week of 6/1/95) 14

Estimated Total Cases Required (June - September) 37.

Estimated Pack Outlet Displays Required (June - December) 300

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/18/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6916

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name IRVINGTON TOBACCO Account # 305520

Account Ship-To Address 215 MALLORY AVE.
JERSEY CITY, N.J.
07304

Estimated Initial Cases Required (Week of 6/1/95) 5

Estimated Total Cases Required (June - September) 15

Estimated Pack Outlet Displays Required (June - December) 100

Estimated Carton Outlet Displays Required (June - December) 5

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature X [signature]

RJR Manager Signature [signature]

Date 4/21/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6917

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

Revised

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Plainbridge Inc. Account # 6523590

Account Ship-To Address Sutton-Kilmer Industrial Park
Edison, New Jersey 08817

Initial Cases Required (Week of 6/1/95) 30

Estimated Total Cases Required (June - September) 50

Actual Cases of 40¢ Promotional Product Allocated to This Account _____

Estimated Pack Outlet Displays Required (June - December) _____

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship WINSTON SELECT Full Flavor 100 Box to any retail outlets outside of the approved state boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the WINSTON SELECT Full Flavor 100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice SELECT Full Flavor 100 Box at $1.00 off invoice.

* This form does not constitute an order. Orders should be placed through Tobacco Customer Services per normal procedure.

Buyer Signature _____

RJR Manager Signature _____

Date 5/1/95

Return To: B. Duffy
Sales Planning
Fax: (910) 741-7851

Return by: May 8, 1995

51850 6918

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

Revised

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Wakefern Food Corppration Account # 4257690

Account Ship-To Address 355 Davidsons Mill Road
Jamesburg, N. J. 08831

Initial Cases Required (Week of 6/1/95) 30

Estimated Total Cases Required (June - September) 50

Actual Cases of 40¢ Promotional Product Allocated to This Account _____

Estimated Pack Outlet Displays Required (June - December) _____

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship WINSTON SELECT Full Flavor 100 Box to any retail outlets outside of the approved state boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the WINSTON SELECT Full Flavor 100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice SELECT Full Flavor 100 Box at $1.00 off invoice.

* This form does not constitute an order. Orders should be placed through Tobacco Customer Services per normal procedure.

Buyer Signature _____

RJR Manager Signature J. M. Kuntz

Date 5/1/95

Return To: B. Duffy
Sales Planning
Fax: (910) 741-7851

Return by: May 8, 1995

51850 6919

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

53 - 40¢ off Displays

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Fernandez Dist Account # 193350

Account Ship-To Address 1180-84 E Broad St

Elizabeth NJ 07220

Estimated Initial Cases Required (Week of 6/1/95) 6

Estimated Total Cases Required (June - September) 14

Estimated Pack Outlet Displays Required (June - December) 180

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature Lloyd E Cook

Date 4/25/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6920

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

47- 46¢ off Displays

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name A. Trenk & Son Account # 648570

Account Ship-To Address 465 Westside Ave

Jersey City NJ 07304

Estimated Initial Cases Required (Week of 6/1/95) 4

Estimated Total Cases Required (June - September) 8

Estimated Pack Outlet Displays Required (June - December) 100

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/25/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6921

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

71 - 40¢ off Displays

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Star Tob Account # 613680

Account Ship-To Address 780 Chancellor Ave

Irvington NJ 07111

Estimated Initial Cases Required (Week of 6/1/95) 4

Estimated Total Cases Required (June - September) 8

Estimated Pack Outlet Displays Required (June - December) 100

Estimated Carton Outlet Displays Required (June - December) _____

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature J. E. [illegible]

Date 4/25/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6922

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

17- 40¢ off Displays

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name E. KLIENER Account # 339120

Account Ship-To Address 202 JEFFERSON ST

HOBOKEN NJ 07030

Estimated Initial Cases Required (Week of 6/1/95) 6

Estimated Total Cases Required (June - September) 14

Estimated Pack Outlet Displays Required (June - December) 190

Estimated Carton Outlet Displays Required (June - December) 0

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature Ed Klener

RJR Manager Signature Floyd E. Gk

Date 4/25/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6923

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX
Fact Sheet

Announcement
Winston Select announces the introduction of a new style, Full Flavor 100 Box for distribution to all your retail customers. This introduction delivers the following objectives for your business:

- Extends the Full Flavor portfolio of the Winston Select brand family
- Builds share in the growing 100's segment of the cigarette industry

Introduction Timing: June 5, 1995

Program Requirements
- Maintain all current Winston Select sku's

Program Payment Plan
$1.00 per carton payment will be off invoice on all Winston Select Full Flavor 100 Box shipped during the period June 5, 1995 through December 29, 1995.

Direct Account Recommended Activities:
- Gain Retail Distribution
- Place/Distribute Pre-Assembled Displays
- Place/Distribute Temporary Advertising

Package Outlets
- Sell Temporary Counter Displays and ship to retail
- Product in Permanent Displays as agreed
- Distribute/Place Temporary Advertising

Carton Outlets
- Sell small Winston Select FF100 Box Floor Displays for retail placement
- Distribute Temporary Advertising and place where feasible

Promotional Support
Winston Select FF100 Box will be introduced with 40¢ off a pack promotion and supported with retail package and carton outlet displays and point-of-sale. (Allocations to be determined with your RJR representative.)

Product Profile Information
UPC's/Dimensions for FF100 Box

Configuration	UPC	Length	Width	Height	Cube (ft 3)	Weight
Pack	12300 22185	2.2188"	.9375"	3.9688"		1.067 oz
Carton	12300 22186	11.25"	1.875"	4.0625"		11.47 oz
Case	12300 22187	20.625"	11.6875"	11.6875"	1.630	22.0 lbs

51850 6924

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

74 - 40¢ OFF Displays

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name Luce Tobacco Account # 379800

Account Ship-To Address 815 Summer Ave

Newark NJ 07104

Estimated Initial Cases Required (Week of 6/1/95) 6

Estimated Total Cases Required (June - September) 14

Estimated Pack Outlet Displays Required (June - December) 190

Estimated Carton Outlet Displays Required (June - December) 0

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature

RJR Manager Signature

Date 4/24/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6925

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX
Fact Sheet

Announcement
Winston Select announces the introduction of a new style, Full Flavor 100 Box for distribution to all your retail customers. This introduction delivers the following objectives for your business:

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- Gain Retail Distribution
- Place/Distribute Pre-Assembled Displays
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Package Outlets
- Sell Temporary Counter Displays and ship to retail
- Product in Permanent Displays as agreed
- Distribute/Place Temporary Advertising

Carton Outlets
- Sell small Winston Select FF100 Box Floor Displays for retail placement
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Winston Select FF100 Box will be introduced with 40¢ off a pack promotion and supported with retail package and carton outlet displays and point-of-sale. (Allocations to be determined with your RJR representative.)

Product Profile Information
UPC's/Dimensions for FF100 Box

Configuration	UPC	Length	Width	Height	Cube (ft 3)	Weight
Pack	12300 22185	2.2188"	.9375"	3.9688"		1.067 oz
Carton	12300 22186	11.25"	1.875"	4.0625"		11.47 oz
Case	12300 22187	20.625"	11.6875"	11.6875"	1.630	22.0 lbs

51850 6926

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name M. BERNSTEIN Account # 536808

Account Ship-To Address M. BERNSTEIN
137 FREEWAY DRIVE, EAST
EAST ORANGE, NJ 07018

Estimated Initial Cases Required (Week of 6/1/95) 7

Estimated Total Cases Required (June - September) 28

Estimated Pack Outlet Displays Required (June - December) 300

Estimated Carton Outlet Displays Required (June - December) /

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature X

RJR Manager Signature

Date 4/24/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6927

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000

WINSTON SELECT FULL FLAVOR 100 BOX

Account Detail

Account Name THOMSON-GKUN Account # 641180

Account Ship-To Address THOMSON-GKUN

684 SCOTLAND RD

ORANGE, N. J.

Estimated Initial Cases Required (Week of 6/1/95) 3

Estimated Total Cases Required (June - September) 4

Estimated Pack Outlet Displays Required (June - December) 45

Estimated Carton Outlet Displays Required (June - December) 5

- Direct buying customer agrees not to ship Winston Select FF100 Box to any retail outlets outside of RJR regional boundaries as designated by RJR.
- For those Direct Accounts who choose to participate in the Winston Select FF100 Box program, the program cannot be used to take business away from competing wholesale accounts.
- RJR will invoice Select FF 100 Box at $1.00 off invoice.

Buyer Signature _____

RJR Manager Signature _____

Date 4/26/95

Return To: J. E. Powers
Brand Marketing
Fax (910) 741-2300

Return by: May 8, 1995

51850 6928

Source: https://www.industrydocuments.ucsf.edu/docs/ptvy0000